

FY 2012 FPI Market Share Report

FSC Code	FSC Code Description	FY 2012 FPI Sales	Estimated Total Government Buys	FY 2012 FPI Mkt Share	FY 2011 FPI Mkt Share	FY 2010 FPI Mkt Share	FY 10 - 12 Three Year Average
2590	Misc. Vehicular Comp	564,431	380,795,418	0.1%	0.1%	0.0%	0.1%
3920	Material Handling Equip. Non-Selfpropelled	123,158	65,937,504	0.2%	0.1%	0.0%	0.1%
3990	Misc. Material Handling Equip	1,506,852	204,288,192	0.7%	1.7%	0.4%	0.9%
4240	Safety & Rescue Equipment	500,606	366,585,272	0.1%	0.1%	0.1%	0.1%
4460	Air Purification Equipment	3,380,936	26,074,096	13.0%	15.8%	10.4%	13.1%
5140	Tool/Hardware Boxes/Bags	486,798	39,952,182	1.2%	1.3%	0.8%	1.1%
5340	Miscellaneous Hardware	322,312	380,184,052	0.1%	0.1%	0.0%	0.1%
5660	Fencing, Fences and Gates	297,631	33,805,002	0.9%	1.8%	0.8%	1.2%
5670	Building Comp, Pre-Fab	260,125	41,706,687	0.6%	3.4%	1.4%	1.8%
5820	Radio Mounts	294,516	1,169,695,596	0.0%	0.1%	0.1%	0.1%
5895	Misc Communications Equip	42,724,675	3,619,729,794	1.2%	0.8%	0.8%	0.9%
5935	Connectors	28,015	78,207,759	0.0%	0.1%	0.1%	0.1%
5965	Components for Speakers/Headsets/Microphones	467,086	71,365,515	0.7%	0.3%	0.0%	0.3%
5975	Cable/Cord Wire Assemblies	42,341	145,914,627	0.0%	0.0%	0.3%	0.1%
5995	Cable/Cord Wire Assemblies	3,595,060	171,232,841	2.1%	2.6%	2.3%	2.3%
5998	Circuit Cards	4,142	458,751,249	0.0%	0.0%	0.0%	0.0%
5999	Misc. Elec/Electronic Comp.	6,870,556	810,166,432	0.8%	0.6%	0.8%	0.7%
6020	Cable, Cord, and Wire Assemblies	908,998	6,008,162	15.1%	11.8%	0.0%	9.0%
6110	Electrical Control Equip	62,800	134,720,735	0.0%	0.2%	1.5%	0.6%
6117	Solar Panels	53,856	14,742,159	0.4%	1.3%	0.0%	0.6%
6150	Misc Elec Power/Distrib Equip	4,377,349	332,254,940	1.3%	2.7%	4.1%	2.7%
6160	Misc Battery Ret. Fixt/Liner	75,777	8,939,636	0.8%	8.2%	16.9%	8.6%
6230	Elec Portable Lighting Equip	88,610	37,635,027	0.2%	2.1%	0.1%	0.8%
6532	Hospital/Surgical Clothing	44,748	6,752,171	0.7%	0.7%	1.3%	0.9%
6540	Optical Instruments/Equip	1,159,489	96,088,500	1.2%	1.1%	0.8%	1.0%
6645	Time Instruments	6,562	19,614,152	0.0%	0.1%	0.2%	0.1%
6660	Meteorological Instruments	14,538	49,467,831	0.0%	0.3%	0.8%	0.4%
6920	Armament Training Devices	15,410	60,046,321	0.0%	0.0%	0.0%	0.0%
7105	Household Furniture	1,713,546	187,029,272	0.9%	1.5%	2.1%	1.5%
7110	Office Furniture	142,384,350	1,268,567,399	11.2%	9.3%	7.3%	9.3%
7125	Cabinets, Lockers & Shelving	13,726,495	107,541,982	12.8%	18.1%	12.7%	14.5%
7195	Misc. Furniture & Fixtures	1,327,685	129,197,735	1.0%	1.2%	1.3%	1.2%

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7210	Household Furnishings	16,384,905	232,845,722	7.0%	4.3%	6.2%	5.8%
7230	Draperies, Awnings & Shades	1,012,688	30,751,731	3.3%	3.2%	2.4%	3.0%
7240	House/Comm Util Containers	113,367	8,117,310	1.4%	10.3%	6.2%	6.0%
7320	Kitchen Equip & Appliances	153,268	115,357,194	0.1%	0.1%	0.1%	0.1%
7340	Cutlery and Flatware	195,990	19,367,448	1.0%	2.9%	1.3%	1.7%
7350	Tableware	1,025,764	15,144,417	6.8%	1.5%	3.7%	4.0%
7510	Office Supplies	4,840,913	1,688,470,067	0.3%	0.3%	0.2%	0.3%
7520	Office Devices/Accessories	10,465	74,033,322	0.0%	0.1%	0.2%	0.1%
7530	Stationery & Record Forms	1,359,239	110,223,443	1.2%	2.7%	1.3%	1.7%
7540	Standard Forms	1,847,633	71,812,646	2.6%	31.3%	23.6%	19.2%
7690	Misc. Printed Matter	678,221	283,008,145	0.2%	0.4%	0.2%	0.3%
8105	Bags & Sacks	652,055	96,485,756	0.7%	1.3%	0.6%	0.9%
8305	Textile Fabrics	705,449	110,699,698	0.6%	0.3%	0.2%	0.4%
8340	Tents & Tarpaulins	434,996	88,392,242	0.5%	0.3%	0.3%	0.4%
8405	Men's Outerwear	8,318,203	292,320,519	2.8%	3.4%	3.1%	3.1%
8410	Women's Outerwear	984,845	50,275,612	2.0%	6.6%	2.5%	3.7%
8415	Clothing, Special Purpose	90,822,066	1,040,136,013	8.7%	5.9%	7.1%	7.2%
8420	Men's Underwear & Nightwear	1,763,156	21,617,896	8.2%	7.2%	7.6%	7.7%
8455	Badges & Insignia	48,019	26,173,748	0.2%	0.2%	0.1%	0.2%
8465	Individual Equipment	958,324	275,874,704	0.3%	0.1%	0.1%	0.2%
8470	Armor, Personal	71,040,351	667,257,439	10.6%	10.1%	7.6%	9.4%
9520	Structural Shapes	1,320	13,833,001	0.0%	0.0%	0.0%	0.0%
9905	Signs & Advertising Displays	6,481,538	171,615,357	3.8%	4.0%	4.1%	4.0%
D308	Programming Services	32,474	1,493,805,367	0.0%	0.0%	0.0%	0.0%
H359	Electronic Testing Laboratories	36,545	1,746,027	2.1%	0.0%	7.4%	3.2%
J023	Ground Vehicle Repair Svcs	1,119,628	257,310,194	0.4%	15.2%	2.0%	5.9%
J025	Vehicle Comp Repair Svcs	417,622	20,879,606	2.0%	1.6%	15.7%	6.4%
J039	Forklift Repair Services	186,056	82,983,058	0.2%	0.2%	0.6%	0.3%
J081	Bag Repair Services	98,885	13,141,494	0.8%	1.6%	4.5%	2.3%
J084	Equipment Assembly Services	2,943	1,234,429	0.2%	0.0%	1.5%	0.6%
J085	Toiletry Kitting Services	172,176	373,744	46.1%	3.1%	7.7%	19.0%

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K023	Retrofitting Services	14,188,132	31,704,414	44.8%	87.4%	80.6%	70.9%
K054	Modification of Prefab. Buildings & Components	4,329,707	4,463,024	97.0%	1.0%	0.0%	32.7%
K058	Modification of Comm Equip	352,259	100,631,474	0.4%	0.5%	0.1%	0.3%
R604	Mail/Distribution	3,425,445	367,769,536	0.9%	0.7%	0.6%	0.7%
R699	Other Administrative Support Services	463,027	2,821,002,157	0.0%	0.0%	0.1%	0.0%
S209	Laundry Services	2,333,187	137,521,442	1.7%	1.8%	1.8%	1.8%
T011	Printing/Binding	1,671,907	33,984,536	4.9%	3.8%	3.7%	4.1%
T099	Misc Printing	5,651,137	171,340,769	3.3%	2.2%	3.6%	3.0%
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		\$471,743,358	\$21,566,702,942	2.2%	2.2%	1.7%	
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+ - The "Non-Reporting Agencies" For FSC 7105 Reflects a Buying Pattern of 5% of the FPDC Data.

! - Represents "Government-Derived Market" of Federal personnel receiving annual clothing allowances. The total "Govt-derived market" is estimated at \$100 million. Approximately 55% goes into FSC 8405, 20% into FSC 8410 and 25% into FSC 8415.

- The "Non-Reporting Agencies" for FSC's 7530, 7540, 7690, T011,T099 reflects Government Printing Office data.

FPI Sales	471,743,358
Subcontracting	22,473,207
Recycling	15,562,682
Pilot Project Revenues	7,552
Commercial Market Services	7,333,032
Product-Related Services	1,848,522
Raw Material/Sub-Assemblies	3,496,303
Central Office Adjustment	(811)
Customer Vehicle Reimbursement	83,649,677
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Total FY 2012 FPI Sales	\$606,113,522
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